## Message Text

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PAGE 01 STATE 301426

12

**ORIGIN NEA-10** 

INFO OCT-01 ISO-00 SS-15 EB-07 AID-05 COME-00 TRSE-00

OPIC-03 XMB-02 AGR-05 LAB-04 HEW-02 HUD-01 DOTE-00

NAS-01 NSF-01 FAA-00 ERDA-05 NSC-05 OES-03 CIAE-00

INR-07 NSAE-00 STR-04 /081 R

DRAFTED BY NEA/AFN:LRMURRAY:MP
APPROVED BY E:RPOATS
NEA/AFN:WSWEISLOGEL
AID/NENA:ASCHWARTZWALDER
EB/CBS/OSB:DBRAMANTE
COMMERCE (CAGNE):LJENSEN
COMMERCE(CAGNE) PHALE
TREASURY:LATLAS
OPIC:PMCCALLUM S/S-MR. ORTIZ
EXIM:LLAROCHE (SUBS)

----- 008438

R 231707Z DEC 75 FM SECSTATE WASHDC TO AMEMBASSY TUNIS

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E.O. 11652:N/A

TAGS:USTSJC, ETRD, EINV, BEXP, TS

SUBJECT: US-TUNISIA JOINT COMMISSION:TRADE AND INVESTMENT WORKING GROUPS AND BUSINESS COUNCIL/CHAMBER OF COMMERCE

REFS: A. TUNIS 7331; B. TUNIS 6757 (PARA 3)

1. WE WELCOME GOT DESIRE PROCEED WITH ESTABLISHMENT OF WORKING GROUPS ON TRADE AND ON TRIANGULAR INVESTMENT PROJECTS. WE SUGGEST WORKING GROUPS FUNCTION AS LOCAL LIMITED OFFICIAL USE

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PAGE 02 STATE 301426

INTERAGENCY GROUPS IN BOTH CAPITALS, WITH PARTICIPATION AS

NEEDED RESPECTIVELY BY REPRESENTATIVE FROM AMEMBASSY TUNIS AND TUNISIAN EMBASSY WASHINGTON. SUGGEST PRIMARY PURPOSE OF WORKING GROUPS IS TO ADDRESS SPECIFIC ISSUES RAISED DURING AND SUBSEQUENT TO JOINT COMMISSION MEETINGS, AND TO PROVIDE CONTACT POINTS FOR FOLLOW-UP BY BOTH SIDES.

- 2. WE AGREE WITH EMBASSY THAT WORKING GROUPS SHOULD BE SMALL AND INFORMAL. WE DO NOT BELIEVE EITHER SHOULD MEET ON REGULAR BASIS, BUT THAT THEY SHOULD REPRESENT FRAMEWORK FOR ONGOING ATTENTION TO SPECIFIC TASKS NOTED ABOVE.
- 3. WE BELIEVE THAT ANNUAL MEETINGS OF JOINT COMMISSION AND SUBCOMMISSIONS SHOULD BE SUFFICIENT TO MEET NEEDS OF BOTH COUNTRIES, AND THAT SCHEDULED FORMAL JOINT MEETINGS OF WORKING GROUPS WOULD BE REDUNDANT AS WELL AS TIME CONSUMING. AS YEAR PROGRESSES, COORDINATORS OF WORKING GROUPS SHOULD SUBMIT REPORTS OF THEIR ACTIVITIES TO CO-CHAIRMEN OF SUBCOMMISSION ON TRADE AND INVESTMENT, WHO WOULD REVIEW SUCH ACTIVITIES IN SUBSEQUENT ANNUAL SUBCOMMISSION MEETINGS. CO-CHAIRMEN WOULD ALSO OVERSEE GENERAL OPERATIONS OF WORKING GROUPS, GIVING SPECIFIC INSTRUCTIONS TO RESPECTIVE WORKING GROUP COORDINATORS AS REQUIRED.
- 4. WE ENVISAGE NO PARALLEL MEETING. WE CONCUR THAT EMBASSY ECON/COMMERCIAL OFFICERS SHOULD REPRESENT US SIDE IN TUNIS AND SUGGEST EQUIVALENT TUNISIAN EMBASSY OFFICERS AS LIAISON WITH WASHINGTON WORKING GROUPS. WE DO NOT FORESEE NEED FOR WASHINGTON-BASED REPRESENTATIVES TO ATTEND TUNIS MEETINGS OR VICE VERSA. WE WISH TO EMPHASIZE PRACTICALITY AND SIMPLICITY OF WORKING GROUPS RATHER THAN INSTITUTIONALIZE THEM.
- 5. TRADE WORKING GROUP: AS NOTED REF B PARA D, PURPOSE IS TO CONSIDER ALLEVIATION OF CONSTRAINTS ON EXPANSION OF BILATERAL COMMERCIAL TRADE. MANY RELATED ISSUES RAISED DURING OCTOOER SUBCOMMISSION MEETINGS COULD BE PURSUED WITHIN CONTEXT OF THIS WORKING GROUP; E.G., PAYMENT PROCEDURES BY US BANKS, ARTIFICIAL DOLLAR EXCHANGE RATE, GOT IMPORT LICENSING, US GSP IMPLEMENTATION, AS WELL AS OTHER ISSUES WHICH MIGHT ARISE. PROPOSED MEMBERSHIP IN LIMITED OFFICIAL USE

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PAGE 03 STATE 301426

WASHINGTON -BASED GROUP IS: COMMERCE: US COORDINATOR PETER B. HALE (DIRECTOR CAGNE); LARON JENSEN (CAGNE). STATE: LEWIS MURRAY (NEA/AFN); JAMES CHEEK (NEA/RA); DONALD BRAMANTE (EB/OSB). TREASURY: LIANE ATLAS. EXIMBANK: (NAMES AS NEEDED ON SPECIFIC ISSUES) TUNISIAN EMBASSY REPRESENTATIVE: (TO BE NAM). INVESTMENT WORKING GROUP: PER REF B PARA K, PRIMARY PURPOSE IS TO IDENTIFY, STUDY AND FACILITATE IMPLEMENTA-

TION OF TRIANGULAR INVESTMENT PROJECTS. WE VIEW SUCH PROJECTS AS OPPORTUNITIES FOR US ENGINEERS. CONTRACTORS AND SUPPLIERS, AND US EQUITY INVESTORS. IS WORKING GROUP MIGHT USEFULLY CONSIDER AND DISSEMINATE INFORMATION ON OTHER TUNISIAN INVESTMENT OPPORTUNITIES AS WELL. PRIMARY USG ACTION AGENCIES ON TRIANGULAR INVESTMENT PROJECTS WILL BE DEPARTMENTS OF COMMERCE AND TREASURY, AND OPIC. WE BELIEVE WORKING GROUP CAN APPROPRIATELY ASSIST IN CONCEP-TION AND DEVELOPMENT OF PROJECTS FOR PRESENTATION TO POTENTIAL INVESTORS, BUT THAT RESPONSIBILITY FOR OBTAINING CAPITAL FROM ARAB OR OTHER SOURCES FOR TRIANGULAR INVEST-MENT PROJECTS IS PRIMARILY THAT OF GOT RATHER THAN OF WORKING GROUP OR USG. PROPOSED MEMBERSHIP OF WASHINGTON-BASED GROUP IS: COMMERCE: US COORDINATOR PETER B. HALE (DIRECTOR CAGNE); ALBERT PLANIGAN OR ALTERNATE SUSAN BLACKMAN (CAGNE PROJECTS STAFF); LARON JENSEN (CAGNE).

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STATE: LEWIS MURRAY (NEA/AFN); JAMES CHEEK (NEA/RA); DONALD BRAMENTE (EB/OSB). TREASURY: LIANE ATLAS. OPIC: PHILIP MCCALLUM. EXIM: (NAMES AS NEEDED ON SPECIFIC ISSUES) TUNISIAN REPRESENTATIVE: (TO BE NAMED).

7. JOINT BUSINESS COUNCIL OR CHAMBER OF COMMERCE: IN
OCTOBER GOT SUGGESTED A JOINT COUNCIL OF BUSINESSMEN AND
BANKERS, POSSIBLY TAKING FORM OF TUNISIAN-AMERICAN CHAMBER
OF COMMERCE. (PLEASE NOTE THAT SUCH BUSINESS GROUPS
ORGANIZED IN ASSOCIATION WITH OTHER JOINT COMMISSIONS HAVE
BEEN CALLED JOINT BUSINESS COUNCILS, AND US CHAMBER OF
COMMERCE PROVIDES SECRETARIAL SERVICES FOR SUCH BODIES.
LOCAL CHAMBERS OF COMMERCE MAY BE ORGANIZED SPONTANEOUSLY
OR IN ASSOCIATION WITH A JOINT BUSINESS COUNCIL, AND OFTEN
BUT NOT NECESSARILY BECOME AFFILIATED WITH US CHAMBER OF
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PAGE 04 STATE 301426

COMMERCE, WASHINGTON, UNDER LATTER'S RULES AND REGULATIONS.) SEVERAL REPRESENTATIVES OF DEPARTMENT OF COMMERCE HAVE SPOKEN WITH US CHAMBER OFFICIALS WHO INDICATE NO INTEREST AT THIS TIME IN SPONSORING AN AMERICAN CHAMBER IN TUNIS OR IN FUNCTIONING AS EXECUTIVE SECRETARIAT FOR JOINT BUSINESS COUNCIL. AS CONSEQUENCE, ANY ORGANIZATION TO BE FORMED AT THIS TIME WOULD HAVE TO FUND AND STAFF ITS EXECUTIVE SECRETARIAT FROM MEMBERS' OWN RESOURCES, AND WOULD HAVE TO CARRY ENTIRE ADMINISTRATIVE PROGRAM RESPONSIBILITY BY ITSELF.

8. IN ADDITION, COMMERCE HAS INFORMALLY POLLED A NUMBER OF FIRMS TO DETERMINE EXTENT OF INTEREST IN FORMING EITHER COUNCIL OR CHAMBER. INITIAL REACTION HAS BEEN RELATIVELY POSITIVE IN PRINCIPLE, BUT WITH NO COMMITMENTS

## ON PART OF RESPONDENTS.

- 9. EMBASSY MAY WISH PROCEED WITH SIMILAR POLL OF US FIRMS IN TUNIS. RESPONDENTS SHOULD BE ASKED FOR FRANK APPRAISAL OF VALUE OF EITHER COUNCIL OR CHAMBER IN THEIR OPINION AND, IF POSITIVE, THE WILLINGNESS OF COMPANY TO FUND OR STAFF THE ORGANIZATION SHOULD BE ASCERTAINED. EMBASSY SHOULD SPECIFY CONFIDENTIALITY AND INFORMALITY OF SUCH SOUNDINGS WHICH ARE FOR INFORMATION PURPOSES ONLY IN PREPARATION FOR DISCUSSION OF GOT PROPOSAL IN NEXT YEAR'S JOINT COMMISSION MEETING.
- 10. REF WORKING GROUP COMMITMENTS MADE IN ECONOMIC DEVELOPMENT SUBCOMMISSION, CENTER OF ONGOING ACTIVITY WILL BE WITH AID MISSION IN TUNIS. RURAL DEVELOPMENT WORKING GROUP ALREADY ESTABLISHED; TECHNICAL ASSISTANCE WORKING GROUP SHOULD BE ORGANIZED ALONG SIMILAR LINES. WASHINGTON CONTACT POINTS WILL BE EXISTING PROJECT COMMITTEES. HEALTH AND FAMILY PLANNING REVIEW SCHEDULED FOR EARLY JANUARY.
- 11. ACTION REQUESTED: EMBASSY SHOULD EXPLAIN USG THINKING ON TRADE AND INVESTMENT WORKING GROUPS TO APPROPRIATE GOT OFFICIALS AND SEEK TO ASCERTAIN NAME OF TUNISIAN EMBASSY REPRESENTATIVES WHO WOULD PARTICIPATE AS POINTS OF CONTACT IN WASHINGTON. WE WOULD ALSO APPRECIATE INFORMATION ON WORKING GROUPS TO BE ESTABLISHED LIMITED OFFICIAL USE

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PAGE 05 STATE 301426

IN TUNIS AND PROPOSED MEMBERSHIP. KISSINGER

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## Message Attributes

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TAGS: ETRD, EINV, BEXP, TS, USTSJC

To: TUNIS

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